



2010 BANK DIRECTORS' SYMPOSIUM

CO-HOSTED BY:
VIRGINIA BANKERS ASSOCIATION
&
VIRGINIA ASSOCIATION OF COMMUNITY BANKS

MARCH 30, 2010
CENTRAL LOCATION

BANK DIRECTORS' SYMPOSIUM
THE CROSSINGS RESORT
1000 VIRGINIA CENTER PARKWAY
GLEN ALLEN, VA 23059
(804) 727-1400

MARCH 31, 2010
SOUTHWEST LOCATION

BANK DIRECTORS' SYMPOSIUM
THE INN AT VIRGINIA TECH
901 PRICES FORK ROAD
BLACKSBURG, VA 24061
(540) 231-8000



PROGRAM DETAILS

8:30 am – 9:00 am

COFFEE & REGISTRATION

9:00 am – 12:00 noon

PROGRAM

Welcome and Opening Remarks

Recognition of Regulatory Agency Representatives

Bureau of Financial Institutions

Federal Reserve Bank of Richmond

Federal Deposit Insurance Corporation

Office of the Comptroller of the Currency

Banking Industry Update

Bruce Whitehurst, *Virginia Bankers Association*

Pat Satterfield, *Virginia Association of Community Banks*

Bank Valuation: Headwinds & Tailwinds

Robert Mizell, *Davenport & Company*

Gary Penrose, *Davenport & Company*

Legal & Regulatory Developments

Featuring Attorneys from the Following Firms:

Douglas W. Densmore, *Gentry Locke Rakes & Moore*

George P. Whitley, *LeClair Ryan*

Jacob A. Lutz, *Troutman Sanders*

Fred W. Palmore, III, *Troutman Sanders-MODERATOR*

Wayne A. Whitham, Jr., *Williams Mullen*

12:00 noon – 1:00 pm

LUNCH

1:00 pm– 3:45 pm

PROGRAM

A Unique CRA Opportunity Supporting our Military Veterans

Peter Gwaltney, *Senior Housing Crime Prevention Foundation*

Is Your Bank Ready For Recovery?

Ken Johnson, *Ken Johnson Consulting*

New Rules for Marketing Community Banks in Virginia: Today & Tomorrow

John Martin, *Southeastern Institute of Research*

3:45 pm

ADJOURN

SPEAKER INFORMATION

Ken Johnson is the Founder & Principal of **Ken Johnson Consulting**, an independent bank consulting firm in Austin, Texas. Ken marks his 38th year in the financial services industry in 2010. His background includes executive level consulting, strategic planning facilitation, bank management and performance improvement reviews, bank director and executive level education programs, bank peer group analysis, succession planning, commercial lending, correspondent banking, corporate services and cash management, and technology management.

John W. Martin is the President & CEO and co-owner of **Southeastern Institute of Research (SIR)**, a 46 year-old Richmond-based firm that has conducted over 13,000 marketing research studies for *Fortune 1000* companies, governmental agencies, and non-profit organizations. In 2003, John launched SIR's *Boomer Project*, a research-based marketing "think tank" that identifies generational trends and provides strategic consultation on how to effectively market to each generation – *Silent Generation, Baby Boomers, Gen X, and the Millennials (Gen Y)*. *Boomer Project* insights and future trends have been featured in many mediums, including print, radio and television. For his session, John will share the major consumer trends that are shaping the future of Virginia's community banks.

Robert Mizell is an Executive Vice President and the Chief Financial Officer of **Davenport & Company LLC**, a broker-dealer engaged in the investment banking and stock brokerage business. He also heads Davenport's Corporate Finance Department, which is responsible for the Firm's efforts in connection with capital raising, mergers and acquisitions, business valuation and other financial advisory services. Prior to joining the firm in 1988, he was a licensed CPA and partner with KPMG. Bob holds the Chartered Financial Analyst designation and is registered with FINRA as a General Securities Principal, Financial and Operations Principal, Direct Participations Programs Principal and Registered Investment Advisor Representative.

REGISTRATION FORM



Bank Name: _____ City: _____

Address: _____

Phone: _____ Fax: _____

Email: _____

Director's Name

Badge Name

Please check your location below
Richmond – 3/30 Blacksburg – 3/31

Director's Name	Badge Name	Richmond – 3/30	Blacksburg – 3/31
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

ADA Requirements: _____

_____ First Four (4) Registrants from same bank @ \$250 each = \$ _____

_____ Each additional registrant from same bank @\$200 each = \$ _____

\$ _____

CHOOSE PAYMENT OPTION:

_____ Check Enclosed

_____ Invoice Me

_____ Please Charge My

VISA

MasterCard

GRAND TOTAL

Card No. _____ Exp. Date _____

Name on Card _____ Signature _____

Address _____

Fax to Anna Clay at the VBA at (804) 643-6308, or mail it to Anna at: 4490 Cox Road, Glen Allen, VA 23060. Please call VBA at (804) 643-7469 or VACB at (804) 673-8250 with any questions.

AMERICANS WITH DISABILITIES ACT (ADA)

In order to accommodate registrants with special needs, we need to be notified of an attendee with any visual, hearing, or other impairment. Please complete the ADA section provided on the registration form.

CANCELLATION POLICY

All refund requests must be received in writing (via fax or mail) by the VBA office at least **THREE FULL BUSINESS DAYS** prior to a program. If not received before three full business days, a twenty percent (20%) cancellation fee will apply. There are no refunds allowed on the day of a program or any day thereafter, substitutions are permitted. Please email any questions and/or changes to **Anna Clay** at aclay@vabankers.org

Seminar Date

March 30, 2010

March 31, 2010

Cancellation By

March 25, 2010

March 26, 2010

CONTINUING EDUCATION CREDITS

This program is endorsed by the American Association of Bank Directors (AABD). The program qualifies as a 6 (six) hour course, which will help fulfill the requirements for a certificate of completion available to AABD members.

Those who receive a certificate of completion may earn discounts on their bank's D&O insurance. Forms will be available at the registration desk for attendees to complete for proof of attendance. Once completed, the forms will be collected at the meeting and forwarded to AABD for processing.

ROOM RESERVATIONS

There is a small block of rooms for both programs.

To make a reservation for the March 30th meeting, please contact the **Virginia Crossings Resort** at (804) 727-1400. Rates for March 29 are \$149 per night, single or double.

To make a reservation for the March 31st meeting, contact **The Inn at Virginia Tech**, at (540) 231-8000. Room rates for March 30 are \$109 per night single, \$119 double.

Don't delay, make your necessary reservations early!

VIRGINIA BANKERS ASSOCIATION

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WWW.VABANKERS.ORG

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